
HEALTH POLICY INSTITUTE RESOURCES

- **Percentage of DSO Affiliated Dentists by County ([Dashboard](#))**
 - Dental Support Organizations are continuing to rise throughout the country. Thirteen percent of dentists nationwide were affiliated with a dental service organization in 2022 and are expected to grow each year. This dashboard provides the percentage of a counties market that is affiliated with a DSO and can help state and local constituents to pinpoint where special efforts should be made throughout their market. (2022)
- **Practice Ownership is Declining ([Infographic](#))**
 - The share of the dentists who are practice owners is declining. See how this differs by dentist age and gender in this infographic produced by the Health Policy Institute (HPI). (2022)
- **Practice Setting Transitions and Career Satisfaction among New Dentists ([Research Brief](#)) ([Recording starting at 00:12:30](#))**
 - In this brief, the Health Policy Institute (HPI) shares insights based on new research on two key questions related to the practice setting shift happening in dentistry. HPI first examines transition rates of dentists in and out of various practice setting types over time. Second, HPI identifies underlying factors driving dentist career satisfaction, how these vary by practice setting, and what role they play in determining future career choices. Given that practice setting transitions are more common in the earlier career stages, HPI's analysis focuses exclusively on “new” dentists, defined as those who are less than 10 years out of dental school. (2023)
- **The Evolving Dental Practice Model ([Presentation](#)) ([Recording](#)) ([Data](#))**
 - HPI has improved its methodology for tracking how dental practice modality is changing in the U.S. A new analysis of 2022 data looks at two important, yet distinct, elements of practice modality: (1) dental practice size, defined by the number of locations within a dental practice, and (2) the percentage of dentists affiliated with a dental support organization (DSO). This provides access to a PDF of the presentation provided by HPI's Chief Economic and Vice President Marko Vujicic. (2023)

STRATEGIC RESOURCES

- **ADA Group Practice/DSO Strategy Research Project ([Presentation and PDF in DSO Engagement Toolkit](#))**
 - In collaboration with Sequence Consulting, in 2023 the ADA has concluded a qualitative research project with DSO/LGP (large group practice)-supported dentists and organization leadership, designed to provide inputs into the broader exploration of potential membership models and business group strategies. The findings from this project validate existing assumptions and provide new insights, including value propositions for dentists in group practice and DSO/LGP organization leadership. *For internal ADA and Tripartite use only.* (2023)
- **Business Services Agreements with DSOs: What Every Dentist Should Know ([PDF](#))**
 - The American Dental Association (ADA) provides many resources for dentists to assist them in navigating various contracting matters throughout their careers. One such contract may be a business services agreement with a dental support organization (“DSO”). This guide is intended to serve as a resource for dentists as they review a business services agreement with their attorneys
- **Group Practices and DSOs: An Introduction ([Presentation and PDF in DSO Engagement Toolkit](#))**
 - This presentation provides foundational knowledge about DSOs and group practices. Explores various business models, Health Policy Institute (HPI) data and research, trends, and general information about the topic. (2024)

- **Increasing Membership among DSO-Supported Dentists: Turning DSO Leadership into Pro-ADA Influencers** ([Document in DSO Engagement Toolkit](#))
 - This document provides strategies and activities that can assist an organization in building long lasting relationships with DSOs and large group practices in your area.
- **Strategic Promotional Incentive Toolkit** ([Toolkit](#))
 - Take advantage of this incredible incentive by offering a 50% off dues reduction in the first half of the year for targeted segments of nonmembers, including dentists affiliated with a multi-site group practices, for example DSOs and FQHCs.
- **Talking Points for Large Group Practices** ([Document in DSO Engagement Toolkit](#))
 - This document provides talking points and answers to frequently asked questions focused on large group dental practices, including DSOs.

NEWS AND ARTICLES

- **ADA News** ([Link](#))
 - Stay up-to-date on the latest in dentistry news, science and tech updates, group dentistry, ADA advocacy wins and more.
- **Group Dentistry Now** ([Link](#))
 - Founded in 2014, Group Dentistry Now, a division of Neu Innovations, LLC, is a multimedia company dedicated to providing relevant news, education, products, consulting, career placement and services to DSOs and dental group practices. Committed to the DSO market, their audience includes large DSOs, mid-market, emerging, and small dental group practices, dentists, students, dental school faculty, assistants, administrators, executives, hygienists, office managers, distributors, manufacturers, labs, private equity firms, sales professionals, and dental business leaders.
- **Group Practice and DSO Networking Opportunities** ([Link](#))
 - Group Dentistry Now has compiled a list of meetings and seminars that are of interest to group practices. Meeting these organizations at events focused on them will aid in gaining a better understanding of the industry as well as provide excellent networking and relationship building opportunities.